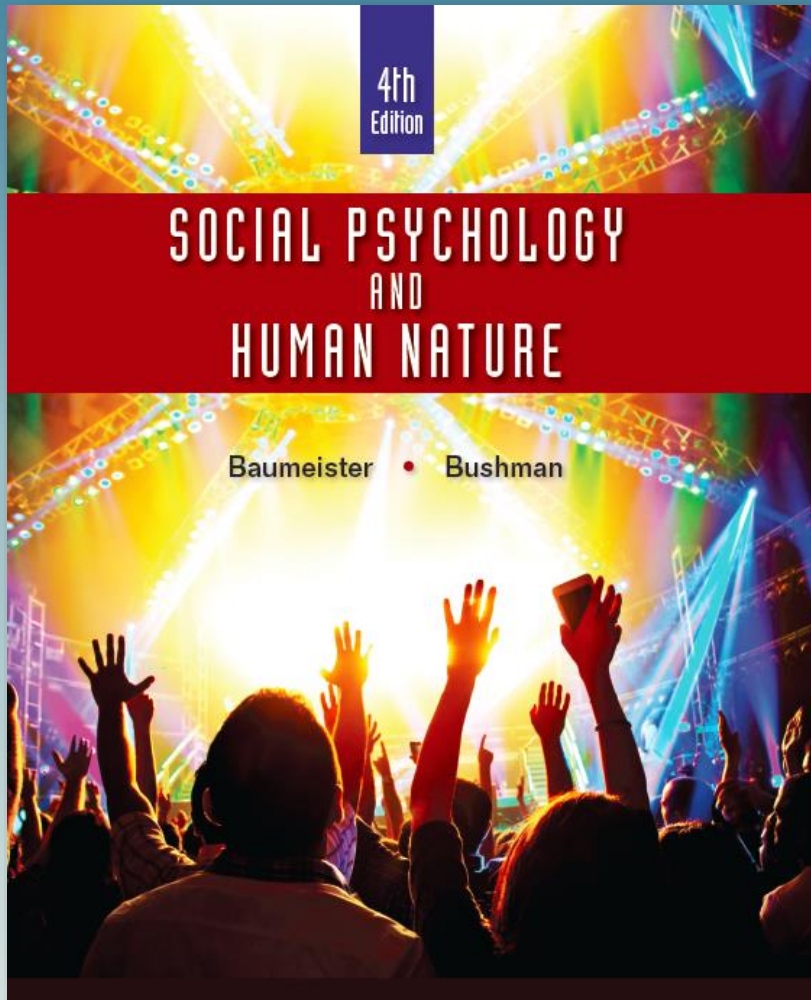




Social Psychology: Global Perspectives

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Interpersonal
Attraction and
Rejection

Learning Objectives

- Differentiate the two ingredients for belongingness, and debate why the need to belong is a basic need for a cultural animal
- Contrast the variables that predict who will like whom
- Identify two strategies for getting someone to like you that confirm the importance of interpersonal rewards, and explain how reciprocity has a powerful effect on liking
- Compare the inner reactions to the behavioural effects of rejection
- Analyse what makes people feel lonely and describe the conditions that lead to social rejection

Introduction

- Melena Scantlin said she didn't care about physical attractiveness before going on a reality dating show
 - Chose good looks over personality
 - <http://www.realitytvworld.com/index/articles/story.php?s=1934>
- Attraction: anything that draws two or more people together
 - Making them want to be together and possibly form a lasting relationship

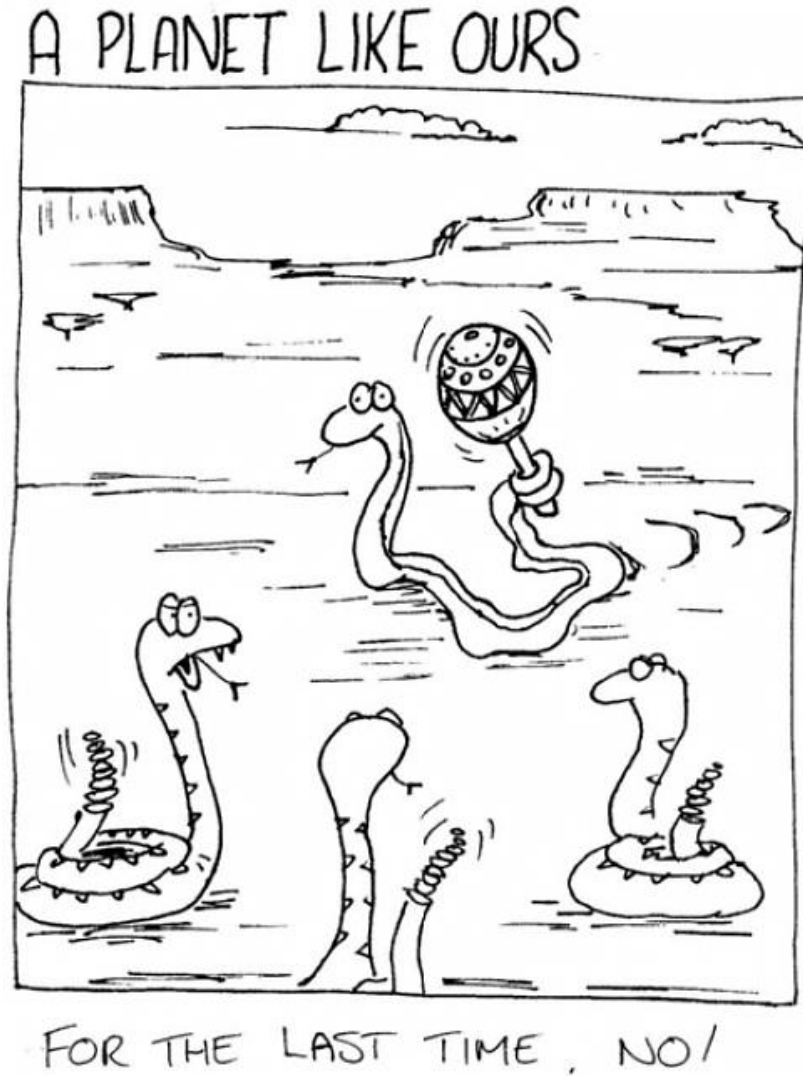
Introduction (cont'd.)

- Social acceptance
 - Other people have come to like you, respect you, approve of you, and include you in their groups and relationships
- Rejection (i.e., social exclusion)
 - Others exclude you, so that you are not able to form or keep a social bond with them

The Need to Belong

- Forming bonds is a big part of human life
 - Vital to form and maintain some relationships
 - Involves securing acceptance
- Belongingness as a basic need
 - Desire to form and maintain close, lasting relationships
 - Drives people to affiliate, commit, and remain together

The Need to Belong



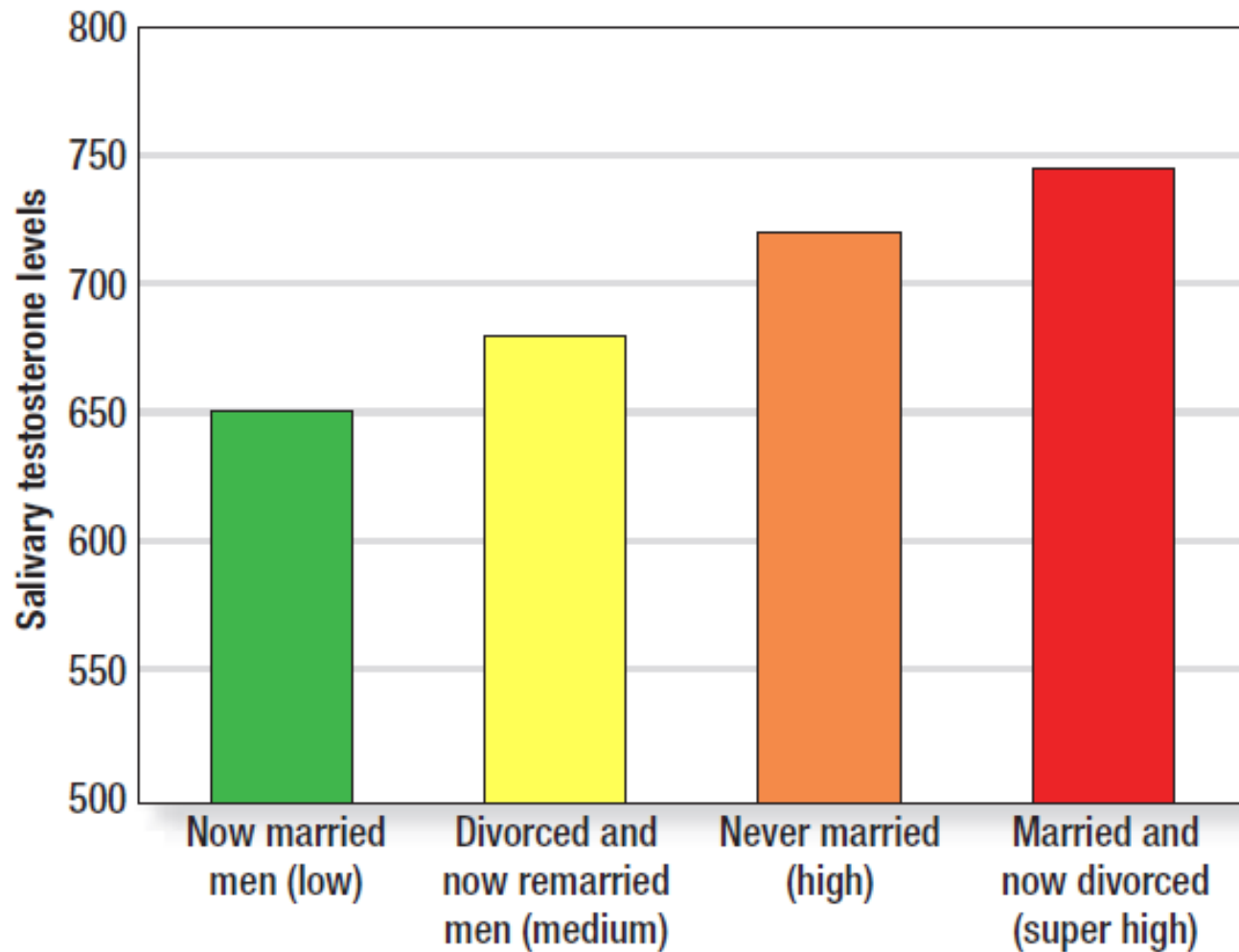
The Need to Belong (cont'd.)

- Two ingredients to belongingness
 - Regular social contacts
 - Stable framework of some ongoing relationship; mutual concern for each other
- Not belonging is bad for you
 - Higher disease, mental/physical health, and death risks
- Best friends, lovers, and groups
 - Just having social connections may be satisfying

Trade Offs

- Testosterone: hormone associated with masculinity
 - A mixed blessing
 - High testosterone men are more exciting, but less reliable
 - Better suited for finding mates than maintaining stable families
 - Peaks around age 20 and declines thereafter
 - Drops in new fathers
- <http://alittlelab.com/>

Testosterone Levels and Marital Status



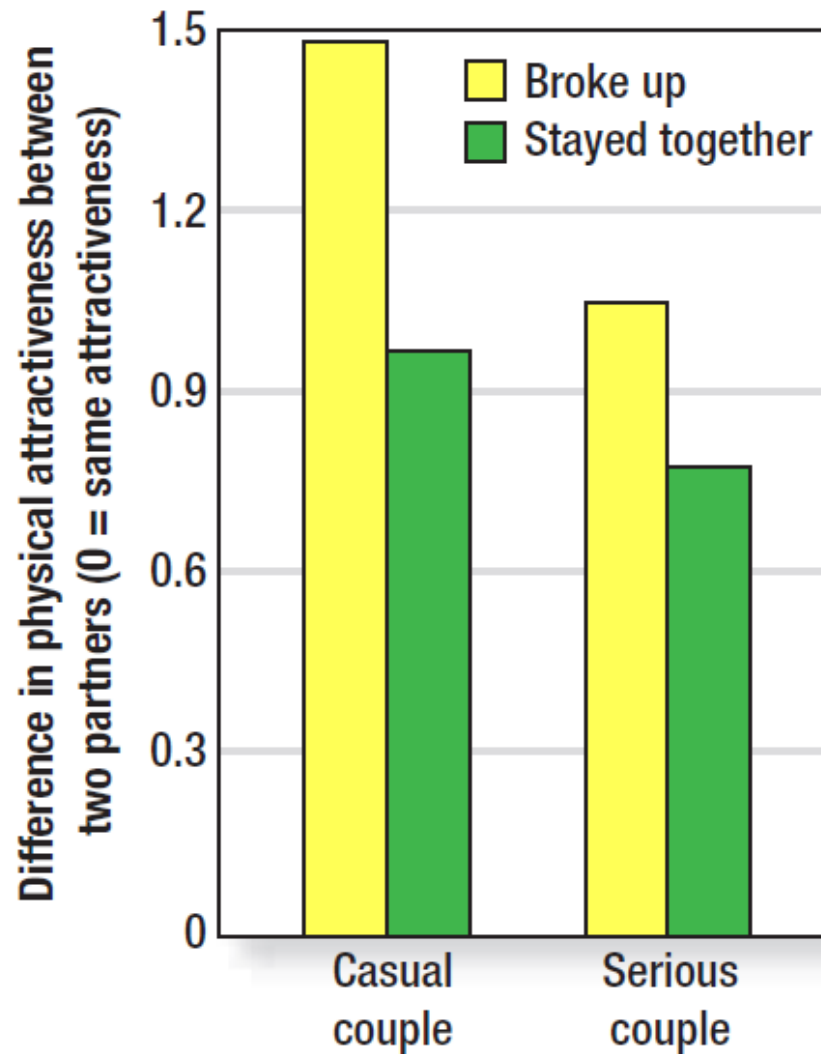
Attraction: Who Likes Whom?

- Ingratiation
 - What people actively do to try to make others like them
- Similarity
 - People like good-looking, friendly people who are similar to themselves in important ways
 - Common and significant cause of attraction

Attraction: Who Likes Whom? (cont'd.)

- Similarity, complementarity, oppositeness
 - Self-monitoring: ability to change one's behaviour for different situations
 - High self-monitoring: maximize each social situation
 - Low self-monitoring: interest in permanent connections and feelings
 - Matching is driven more by rejecting dissimilar others than by liking similar others

Dissimilarities in Physical Attractiveness



White (1980).

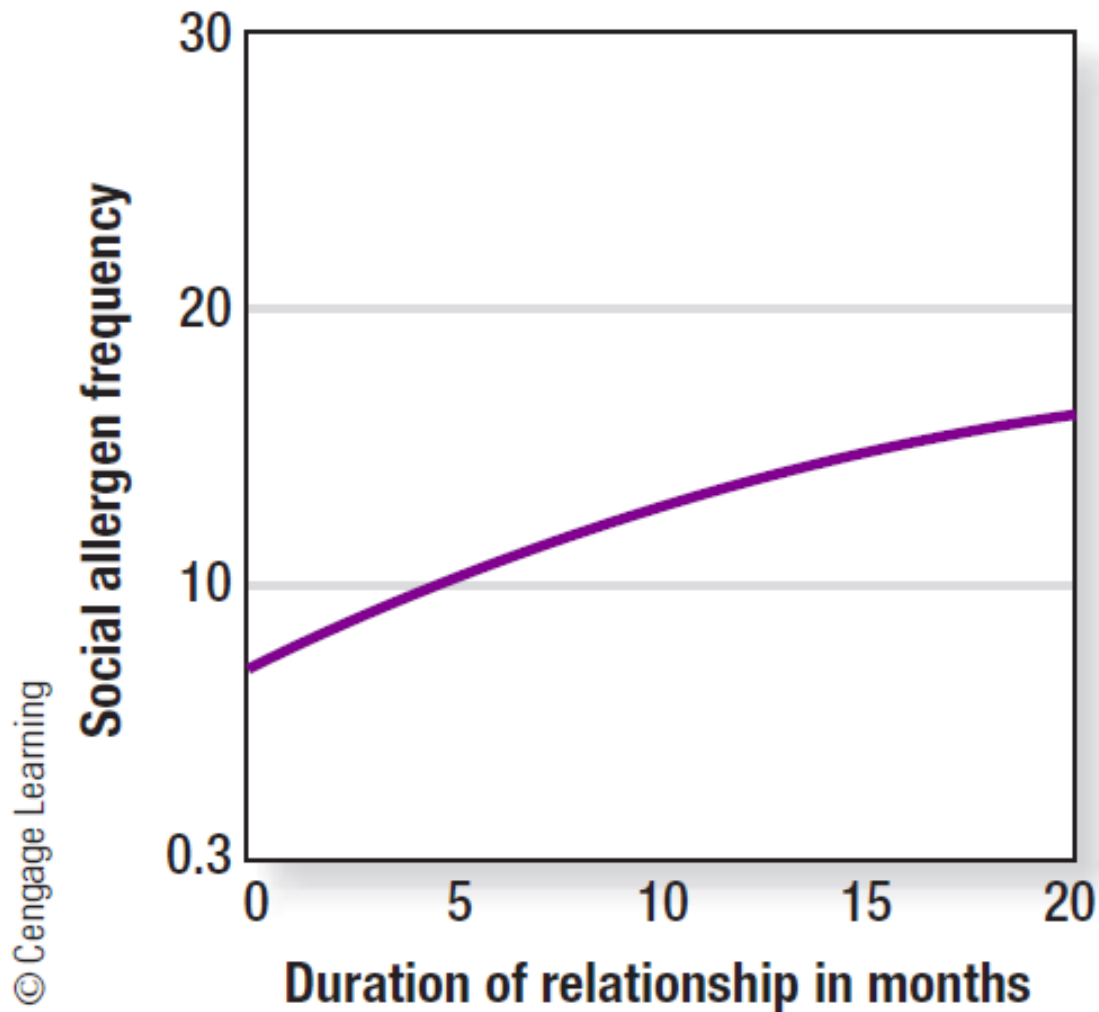
Attraction: Who Likes Whom? (cont'd.)

- Social rewards: you make me feel good
 - Reinforcement theory: people perform behaviours that have been rewarded more than they will perform other behaviours
 - Ingratiation research themes: favours and praise
- Tit for tat: reciprocity and liking
 - I do something for you and you do something for me in return
 - You seem trustworthy: moral traits

Attraction: Who Likes Whom? (cont'd.)

- You again: mere exposure
 - People grow to like people whom they encounter on a regular basis (i.e., propinquity)
 - Social allergy effect: a partner's annoying habits become more annoying over time
- Looking good
 - What is beautiful is good effect: physically attractive people will be superior to others on many other traits

The Social Allergy Effect



The longer the relationship continues, the more people are bothered by their partner's minor annoying habits, and the more negative emotion they have in response to them.

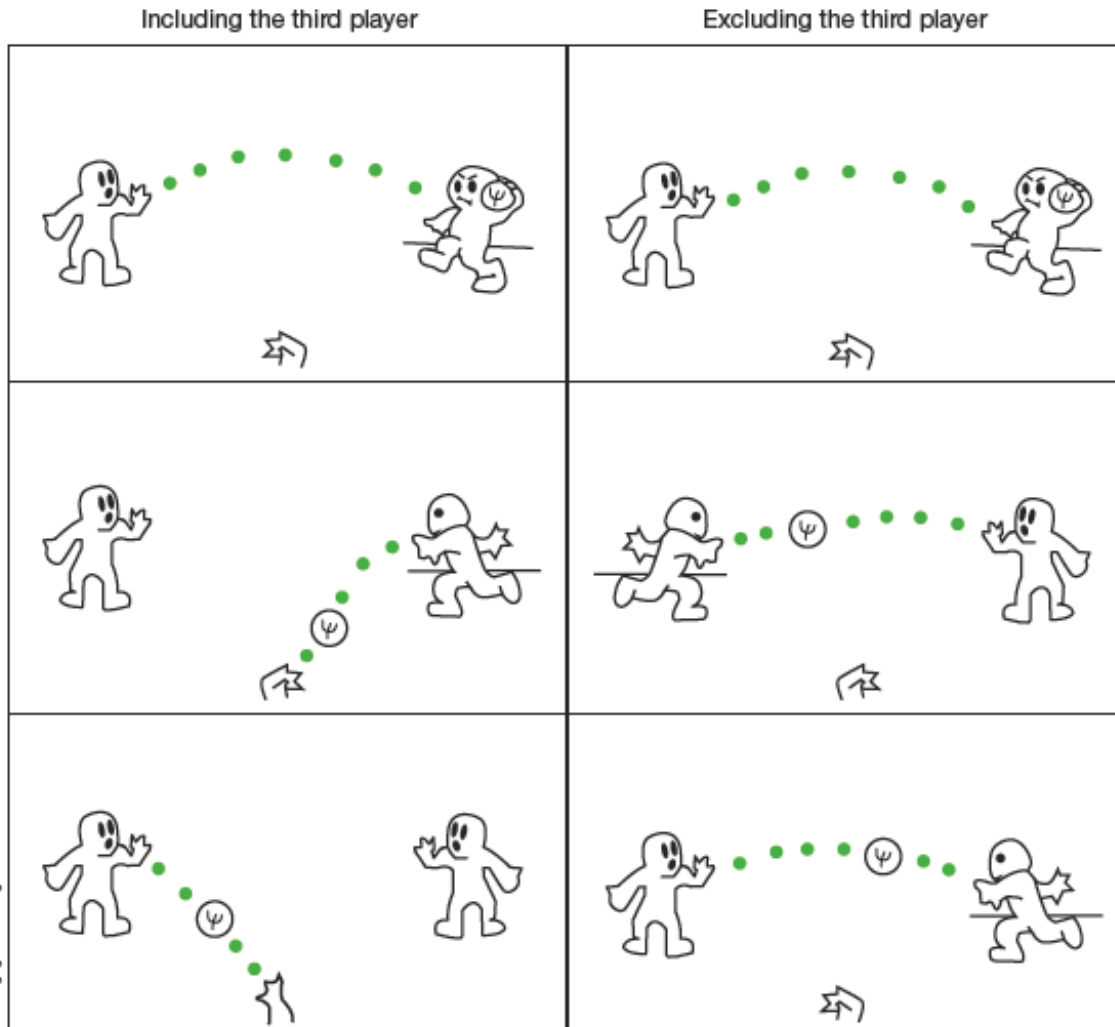
Attraction: Who Likes Whom? (cont'd.)

- Attraction in the 21st century: online dating
 - Expands range of potential partners
 - Enables communication before meeting
 - Allows searching for best matches

Rejection

- Ostracism
 - Being excluded, rejected, and ignored
- Effects of rejection: inner reactions
 - Pain, illness, depression, suicidal thoughts, eating disorders, helplessness, and promiscuity; low self-esteem; feelings of worthlessness
 - Rejection sensitivity: tendency to expect rejection from others and become hypersensitive to possible rejection

Ostracism

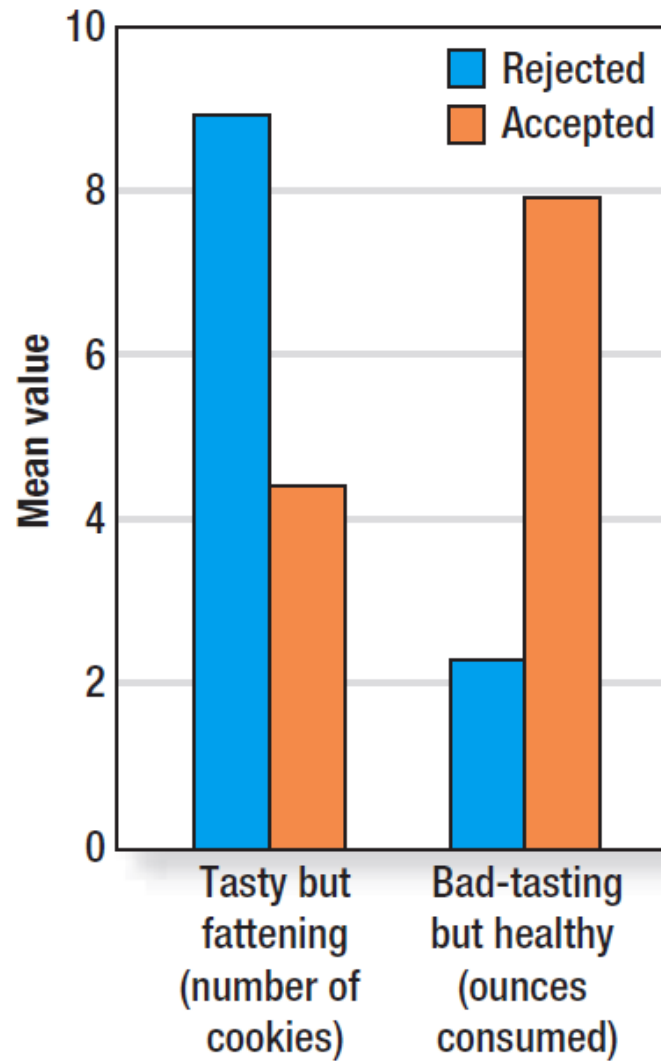


Cyberball game, developed by Kip Williams. The participant, represented by the little hand in the foreground, is initially included in the game of catch with the other two players, who are really just part of a computer program. Midway through the game, the other players throw the ball between themselves, excluding the participant, whose little hand is left with nothing to do.

Food for Thought

- Social rejection and the jar of cookies
 - Social anxiety and fears of rejection are linked to eating binges and eating disorders
 - Rejected people are more likely to eat fattening or junk food
 - Rejection undermines self-regulation

Rejection and Self-Control



Behavioral Effects of Rejection

- Rejected people
 - Show decreases in intelligent thought
 - Approach new interactions with scepticism
 - Are less generous, cooperative, and helpful
 - Are more willing to cheat or break rules
 - Act in shortsighted, impulsive, and self-destructive ways
- Repeated rejection can create aggression
 - Aggression can lead to rejection
 - <http://www.pbs.org/wgbh/pages/frontline/shows/kin/kel/>

Loneliness

- Painful feeling of wanting more human contact or connection than you have
 - Doesn't refer to the amount of time spent alone
 - Insufficient contact with others
 - Time spent with others does not satisfy needs
 - Takes its toll on the body
 - Chronic tiredness; unsatisfying sleep
 - Longer recovery times from stress, illness, injury
 - Increased drinking and overeating

What Leads to Social Rejection?

- Reasons children are rejected from peers
 - Aggression
 - Withdrawal
 - Deviance
- Reasons adults are rejected from peers
 - Deviance: nonconformity, bad performance, rule breaking, and bad-apple effect

Romantic Rejection and Unrequited Love

- What is unrequited love?
 - One person loves another but the other does not return that love
- What is stalking?
 - Persisting in romantic, courtship, or other behaviours that frighten and harass the rejecter in a relationship

Don't Stalk!



Summary

- The need to belong is a powerful drive in humans
- People are often attracted to others based on reciprocity, similarity, and propinquity
- Groups often reject people who are different, out of fear that a deviant will negatively impact the group